

SHEAFFER'S

PENS • PENCILS • DESK SETS • SKRIP • SKRIP-GRIP • PARA-LASTIK

AMERICA'S PREMIER GIFT MERCHANDISE

COMBINING BEAUTY, UTILITY, ENDURANCE PRIDE OF POSSESSION, JOY IN GIVING



A great many people have been making a mistake about gift giving. They give many gifts in the course of the year, and quite naturally they want those gifts to be the finest of their kind. But—and here is the mistake—they assume that the finest gift of its kind is necessarily expensive, too costly for their purpose. And so they choose something less than the finest, and thereby decrease the joy both of giving and receiving.

However, there are hundreds of thousands who have discovered that—THE FINEST PEN THE WORLD AFFORDS, LIFETIME FEATHER-TOUCH, IS NOT A COSTLY GIFT.

Sheaffer's Lifetime Feathertouch pen is unique among gifts. It is the finest gift of its kind, the finest pen on earth. A thing of beauty, it is literally a joy forever because it is guaranteed for the lifetime of its owner, as the "White Dot" proudly proclaims.

Yet, compared to other fine gifts, many of them destined to be laid aside quickly, it can hardly be called expensive. It is a grave mistake to suppress the joy of giving and receiving the finest, when that can be had so reasonably in Sheaffer's.

SHEAFFER'S SALES SUCCESS EXPLAINED

Here you have the reason why Sheaffer's, a 26-year-old company, has long since achieved absolute leadership in the pen industry. For today, as always, dealers and public alike respond to sound goods of highest quality, rightly priced, and backed by the policies and the advertising that insure volume sales, fair profit, good wages, and satisfied customers.

Sheaffer's adheres to the idea that writing tools should be made for writing. Therefore, Sheaffer never has sponsored a gadget, a novelty intended to boost sales temporarily. Every change made by Sheaffer's has increased the usefulness and comfort of writing instruments.

Sheaffer's introduced the one-stroke lever filler and one-stroke vacuum filler, the secure

screw cap that replaced the insecure slip-cap; unbreakable Radite holders that made perishable hard rubber obsolete; streamlined Balance design that did away with cap top-heaviness and banished finger cramp; the Lifetime Guarantee, the Feathertouch point that writes fine or regular (this velvety, gold-and-iridium point has platinum INSIDE the tiny pen slit); the FLO-RITE feed that insures instant writing and adjusts the fluid flow to every handwriting speed; the clip that holds securely, releases easily, and doesn't tear pockets; the Dry-Proof. desk set with point that stays ready-to-write indefinitely; the Propel-Repel-Expel pencil; and the first great pencil writing improvement in a quarter century—the FINELINE pencil, having strong DOUBLE-LENGTH THIN leads with 39% smaller writing point, and hence is PERMANENTLY sharp. Unless a writing set. contains FINELINE, it is not modern.

PROFIT TRACES TO VALUE

For many dealers, Sheaffer pens earn more per foot of floor space, for wages and profits, than any other line they carry. The reasons are: Sheaffer's quality and price, Sheaffer's protective dealer policies, Sheaffer's satisfaction to customers and Sheaffer's ceaseless full-color, full-page special position national gift advertising in magazines and newspapers.

Read Sheaffer's booklet, "Fountain Pen Selling Facts." It proves Sheaffer's value by DI-RECT COMPARISON with the rest. This shows why the Lifetime pen, identified by the White Dot, is the best for the dealer to handle, and for the customer to buy and give—why the Sheaffer line marks any store as pen head-quarters in its community. Read also "The Merit System" and "How to Make Yourself More Valuable in the Selling Profession." A postcard to Sheaffer will bring you all three.

NOTE: This catalog is dated August 1, 1939. For obvious reasons all prices and specifications herein are subject to change without notice.

W. A. SHEAFFER PEN COMPANY

FORT MADISON, IOWA, U.S.A.

NEW YORK

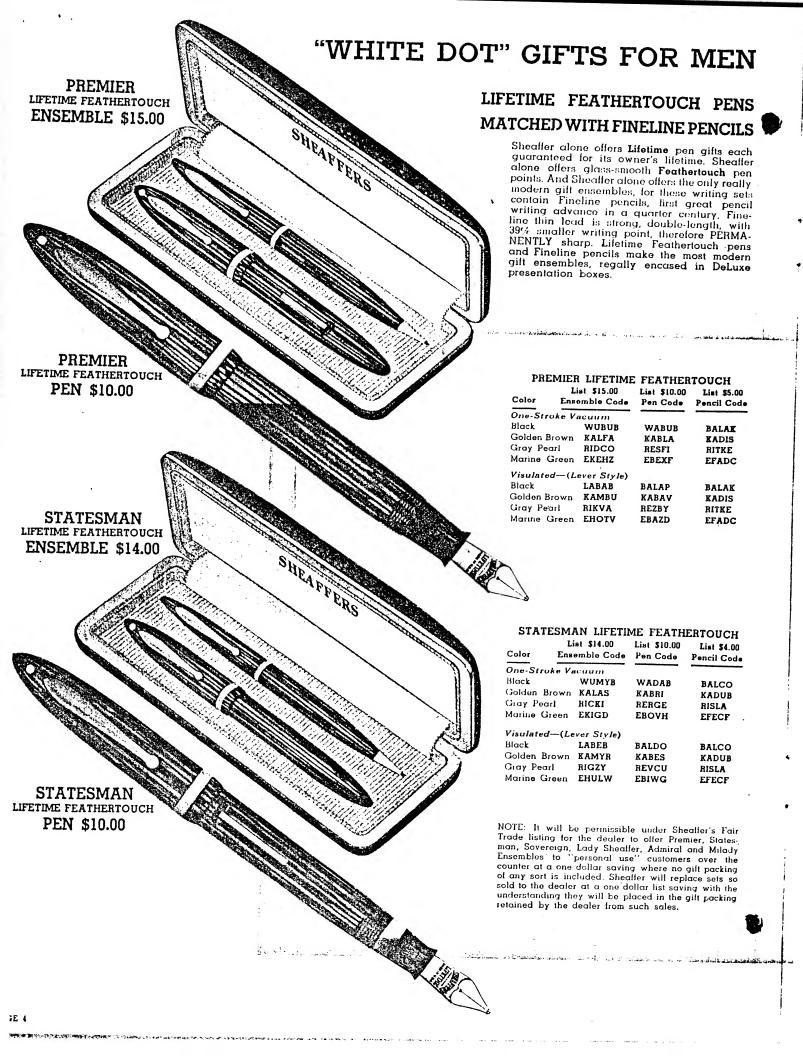
CHICAGO

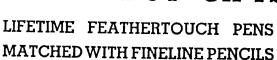
SAN FRANCISCO



THERE IS ONLY ONE LIFETIME PEN—SHEAFFER'S. THE WHITE DOT IDENTIFIES IT AS THE WORLD'S FINEST—PRICED FOR EVERY GIFT BUDGET







Women the nation over acclaim the modern beauty of Sheaffer's streamlined Balance design, gorgeously gift-packaged in the newly designed ladies' gift case. Quick to sense the supreme expression of sentiment, they appreciate the "White Dot" Lifetime Guarantee. lifelong reminder of the giver. And what woman doesn't prize "the latest"? That's the velvety Lifetime Feathertouch pen, MATCHED WITH THE NEW FINELINE PENCIL.

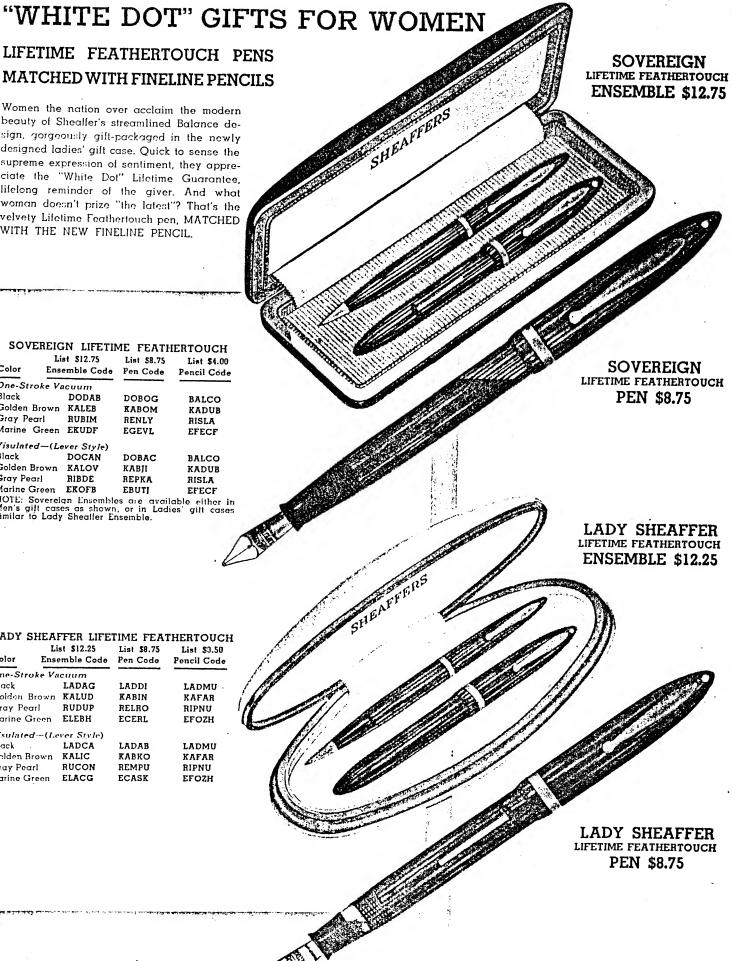
SOVEREIGN LIFETIME FEATHERTOUCH

Color	List \$12.75 Ensemble Code		List \$8.75 Pen Code	List \$4.00 Pencil Code
One-Str	oke V	cuum		
Black		DODAB	DOBOG	BALCO
Golden 1	Brown	KALEB	KABOM	KADUB
Gray Pe	arl	RUBIM	RENLY	RISLA
Marine	Green	EKUDF	EGEVL	EFECF
Visulate	d-(Le	ver Style)		
Black		DOCAN	DOBAC	BALCO
Golden E	Brown	KALOV	KABJI	KADUB
Gray Pec	arl	RIBDE	REPKA	RISLA
Marine C	reen	EKOFB	EBUTI	EFECF
NOTE: S	overei	an Encomble	e are avail	abla siibaa i

NOTE: Sovereign Ensembles are available either in Men's gift cases as shown, or in Ladies' gift cases similar to Lady Shealler Ensemble.

LADY SHEAFFER LIFETIME FEATHERTOUCH

L	ist \$12.25 emble Code	List \$8.75 Pen Code	List \$3.50 Pencil Code
One-Stroke V	acuum		•
Black	LADAG	LADDI	LADMU
Golden Brown	KALUD	KABIN	KAFAR
Gray Pearl	RUDUP	RELRO	RIPNU
Marine Green	ELEBH	ECERL	EFOZH
Visulated (1.	ever Style)		
Black .	LADCA	LADAB	LADMU
Golden Brown	KALIC	KABKO	KAFAR
Gray Pearl	RUCON	REMPU	RIPNU
Marine Green	ELACG	ECASK	EFOZH





INEXPENSIVE GIFTS

... OF SHEAFFER QUALITY. 14 KARAT GOLD-AND-IRID IUM POINTS. STREAMLINED BALANCE ENDS FINGER FATIGUE.

The finest pens and ensembles in America at this price. Beautiful gift cases... Choice of one-stroke Vacuum or Lever lillers in all colors . . Points are ground to Sheaffer standards of instant-writing smoothness . . . These matched sets contain the permanently sharp FINELINE pencil!

One-Stroke Vacuum

Visulated-(Lever Style)

Color

Black

Black

Golden Brown

Marine Green

Golden Brown

Gray Pearl

Marine Green

Gray Pearl

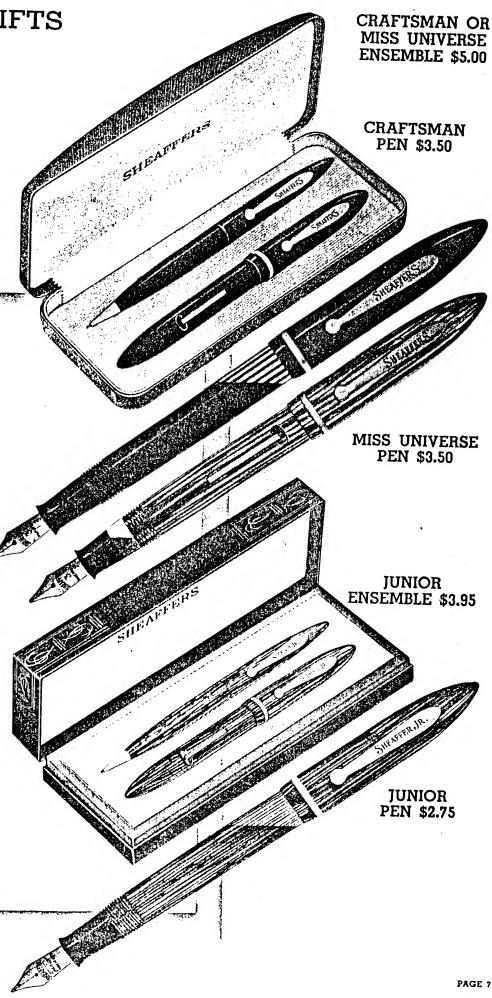
JM PO	INTS. CE E	OLD-AN STREAN NDS FI	MLINED	
inerica consers(in or Levo ints are ds of ir . These	nt this processive of the contract of the cont	and enser ice. Beau fone-strol in all co to Sheaffe riting sma d sets cor FINELINI	ntiful gift ke Vacu- plors er stand- pothness	
CRAFTSI	MAN STR	EAMLINED	BALANCE	
Li	st \$5.00	List \$3.50	List \$3.00	Call.
r Enser	nble Code	Pon Code	Pencil Code	W. All
-Stroke Va	cuum		-	· · · · · · · · · · · · · · · · · · ·
k	WUKAB	WUKIB	PIBCA	
len Brown	KALUL	KADED	KAFES	
Pearl	RUTIG	RIVGI	RINRO	,
ne Green	EHAPR	EDIHT	EFUXJ	
lated-(Le	ver Style)			
k	THAZY	TEBAC	PIBCA	
en Brown	KALDI	KACEL	KAFES	
Pearl	RUPYC	RECZU	RINRO	
ne Green	EGOSM	EDERN	EFUXJ	
IISS TINIV	FRCF CTI) E	BALANCE	
T:=:	\$5.00	List \$3.50	DALANCE	
Ensom	hle Code	Pen Code	List \$2.50	
- Linsein	2.9 C009	ren Code	Pencil Code	

MISS	UNIVERSE	STREAMLINED	BALANCE
	OTHIVEHIDE	PINEMMENTED	DATMINCE

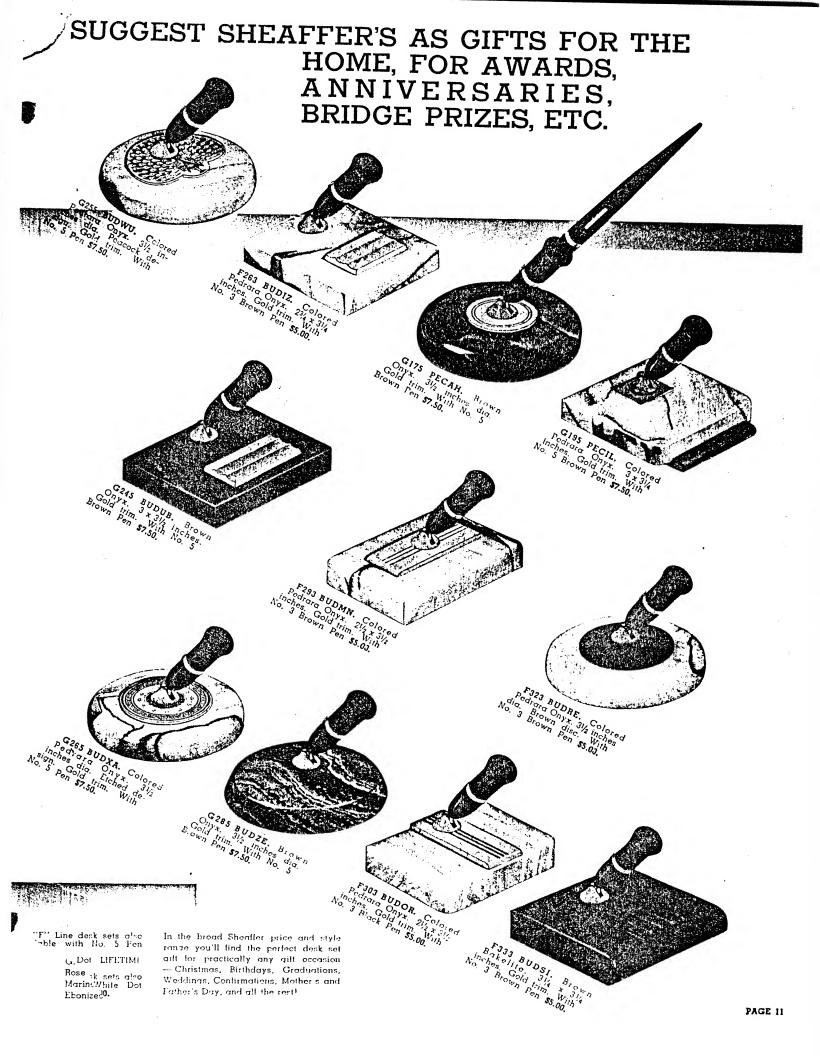
Color	List \$5.00 Ensemble Code		List \$3.50 Pen Code	List \$2.50 Pencil Code	
One-St	roke Va	cuum			
Black		WAPON	WAMOF	POBUZ	
Golden :	Brown	WAPYR	WAMYH	KAFIT	
Gray Pe	arl	WARET	WAPEL	RIMSI	
Marine (Green	WARIB	WAPIM	EGAWK	
Visulate	d-(Le	ver Style)			
Black		LABAT	TEMUP	POBUZ	
Golden B	Brown	KALRI	KADAT	KAFIT	
Gray Per	arl ·	RURAD	REBVO	RIMSI	
Marine C	Green	EGURN	EDOGX	EGAWK	

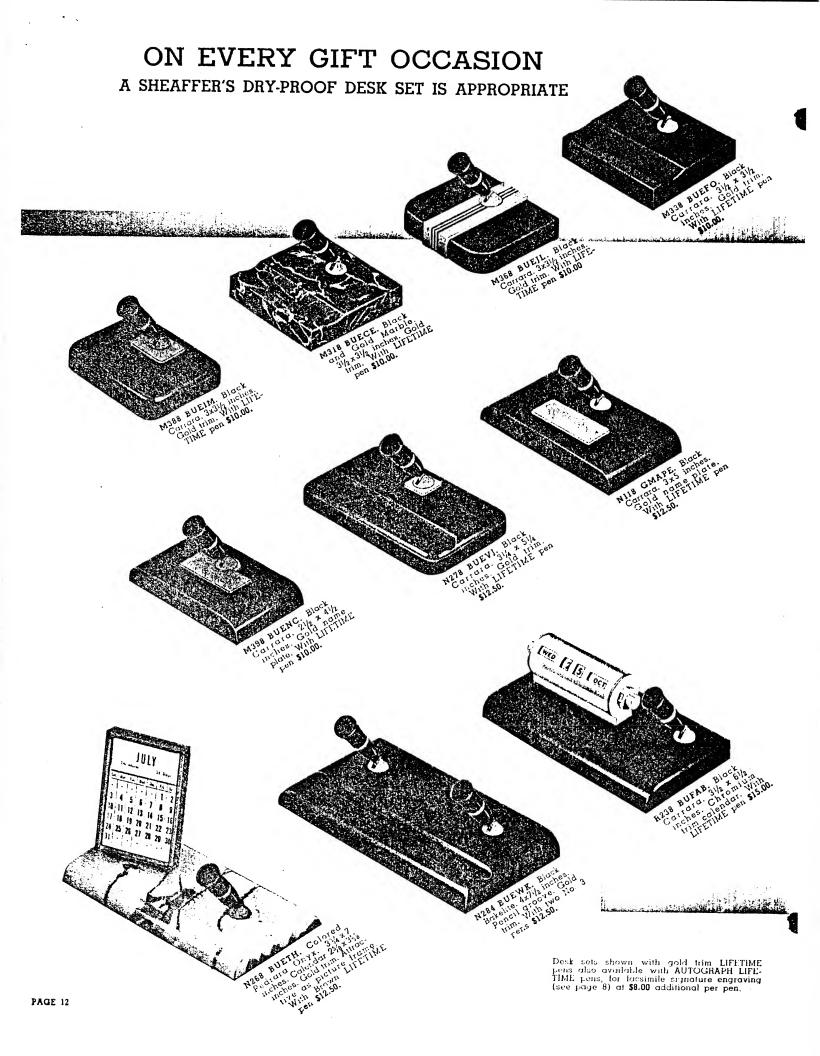
JUNIOR STREAMLINED BALANCE

Color	List \$4.10 Ensemble Code	List \$2.75 Pen Code	List \$2.00 Pencil Code
One-Strok		ten oods	Telicii Code
Black Ebonized P Bose Glow	JAXOC parl JAXYF	JATYM JAVEP JAVIR	JAVOS JAVYV JAXAW
Visulated-	(Lever Style)	•	
Black Ebonized Pe Rose Glow	THARO Parl JAXEZ JAXID	TECAP JATOK JATUL	JAVOS JAVYV JAXAW









SO MANY GIFTS ARE QUICKLY LAID ASIDE - BUT NOT THESE Stand Black Plate. Stand Finds 3770 BUFF Gron Braulian Congle grooves. 3770 BUFF Gold frim ren 500.00. Sans Buruh. Black Carrarainh Lifetime ROSO PIVIX and Irim. PEWO FEEL SALES Podravinh wo brown S289 BUTY. Colored podro. SZAO BUFER, BIOZIK COMIN INO LIFETIME SZAO BUFER, BIOZIK COMIN INO LIFETIME SZAO BUFER, BIOZIK JESES SZO.DO. All desk sets on this page also available with AUTOGRAPH LIFETIME pens for lagsimile signature engraving (see page 8) at \$8.00 additional per pen.

"SOMETHING TO REMEMBER BY" - A LASTING SHEAFFER DESK SET Mas Byer D. Highewn M358 BUEHR. 31/2 inches M358 BUEHR. 31/2 inches M358 BUEHR. 31/2 inches M358 BUEHR. 31/2 inches Pedrata God, FETIME pen Alam. 1 B510,00. M378 BUEKT 3 1/2 Inches. M378 BUEKT 3 1/2 Inches. Only inches. Golden Inches. LIFETIME pen \$10.00. M348 BUEGU: nches Brown M348 BUEGU: nches Brown Onyx: rinn: pen \$10.00. N238 DOFAB. Duo Bronze With Inches Metal Jak x LIFETIME With Start Pen \$12.50. Note Buezl. Colored S Note on the Color of Whith Pediata Gold Trime Pen inches n Lifetime Pen srows Lifetime Pen M258 PELCY Brown M258 PELCY 1/8 inchos. Brown Brow Brown Bro M328 BUEDI. 342 x 342 M328 BUEDI. 342 x 342 Pedrara Penci With inches. trim. \$10.00. Time pen \$10.00. N28 BUESG. S inchesing the N28 BUESG. S inchesing the N28 BUESG. S inches Pen Only to the N28 BION TO THE ETIME Pen BION THE ETIME PEN BION TO THE ETIME PEN BION TO THE ETIME PEN BION THE PEN BION TO THE ETIME PEN BION TO THE ETIME PEN BION TO THE BION THE BION TO T N288 BUEXP. 5 Including N288 BUEXP. 5 Including No. 1X. To The Friend Part of the Friend N248 BUERF. 344 Xote. N248 BUERF. 344 Xote. N248 BUERF. Colored Shadara Golder ME Pen inches. Lifetime Pen W1150. N208 PEIDY SIA Inches NOWN AND STATE THE PEN \$12.50.

All desk sets on this page also available with AUTOGRAPH LIFETIME pens for facsimile signature engraving (see page 8) at \$8.00 additional per pen.

MAKE AN ENDURING IMPRESSION - GIVE A SHEAFFER DRY-PROOF DESK SET WHEN A GIFT IS GIVEN TO MARK A MILESTONE IN A BUSINESSMAN'S LIFE, IT IS ESSEN TIAL THAT THE GIFT SHALL ENDURE. LIFETIME GIFTS ARE IDEAL: THEY ARE LIFETIME GUARAN-TEED. All LIFETIME desk sets on this page also available with AUTOGRAPH LIFETIME pens for facsimile signature engraving (see page 8) at \$8.00 additional per pen.

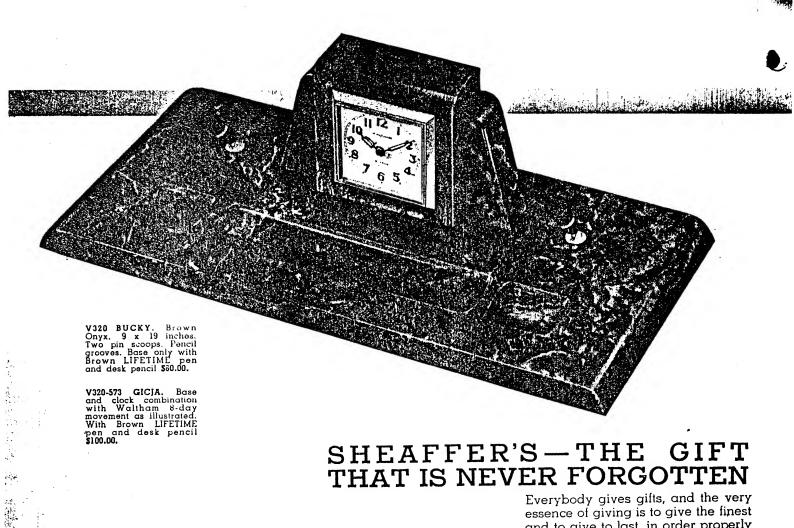


SUGGEST SHEAFFER'S FOR EXECUTIVES'

All desk sets on this page also available with AUTOGRAPH LIFETIME pens for faculating engraving (see page 8) at \$3.00 additional per pen. *Telectron Electric movement for 110 volt 60 cycle AC current only.

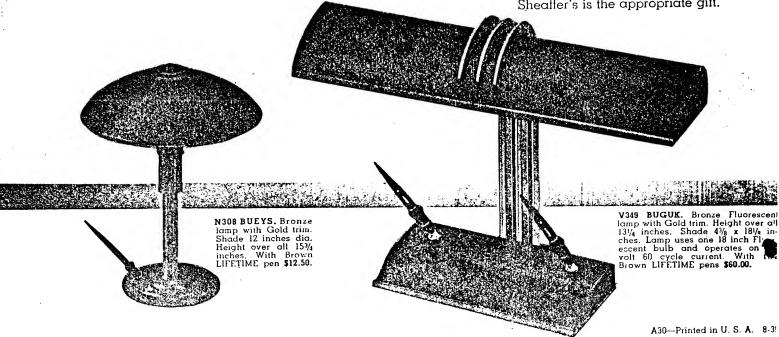


DESKS-FOR SPECIAL PRESENTATIONS



The bases and lamps on this page are also available with AUTOGRAPH LIFETIME pens for facsimile signature engraving (see page 8) at \$8.00 additional per pen.

Everybody gives gifts, and the very essence of giving is to give the finest and to give to last, in order properly to mark a fine and lasting sentiment. The world knows that Sheaffer's gifts meet all the requirements of satisfactory giving—and are thriftier to give than the finest in ANY OTHER gift classification. Whatever the occasion, Sheaffer's is the appropriate gift.





SOUND VALUES AND DEALER PROTECTION

Through these last several years of upheaval, after so many individuals, dealers and large companies have put their trust in merchandise and in ideas of dubious value, and lost—we're all learning once more the lessons, the facts, that seemingly cannot change.

Two of those facts are: (1) Solid value, rightly priced and earnestly merchandised, will build business, create satisfied customers, and pay better than average wages to the people who make and the ones who sell. (2) It's up to dealers to protect themselves and their customers by featuring such goods.

When a store features Sheaffer's, it features the finest money can buy, in every price range. Supreme values to the customer, highest quality, soundest design and engineering, backed by 26 years of dealer protection and more than 10 million dollars in advertising, account for Sheaffer's leadership in the U. S. A.—for Sheaffer's lead in dealer volume and in public acceptance.